

# Risk Management Strategies for Dairy Producers

## Conference Agenda

### *Make Sense Out of an Uncertain World!*

Wednesday, September 6  
Yakima Convention Center  
South Ballroom  
10 North 8th St. - Yakima

Wednesday, September 13  
NW Washington Fairgrounds  
Mt. Baker Rotary Building  
1775 Front St. - Lynden

Thursday, September 14  
Yardbirds Mall  
2nd Floor Conference Center  
2100 N. National Ave. - Chehalis

**9:15 AM**      **Registration & Informal Networking**  
*Milk, Coffee, Danish & Fruit*

**9:45 AM**      **Welcome**  
*Orientation - Agenda Review &  
Pre-Conference Survey*

**10:00 AM**      **Assessing Your Farm's Risk Level**  
**Animal Health Management**

*Managing animal disease risks is a key component of having a successful dairy – especially when expanding your dairy or buying replacement animals from outside sources. This session will show you how to conduct an infectious disease risk assessment and give you the tools to build an animal health management plan with your veterinarian.*

*Mark Kinsel, DVM, WSDA Animal Health Epidemiologist*

#### **Farm Security**

*Protect your farm from vandals, extremists and terrorists. Attacks on your farmstead may seem unlikely, but being prepared is critical now more than ever before. Learn how to develop a farm emergency plan and make relatively simple changes that can really make the difference!*

*Dave Hodgeboom, WSDA Homeland Security Coordinator*

**12:00 Noon**      **Keynote Address**

*Working Lunch - Catered Lunch Provided*

**Saving Ag Lands from Development Pressures &  
Keeping Dairy Farms in Production!**

*Don Stuart, Pacific Northwest States Director  
American Farmland Trust*



Whether responding to external risks or taking entrepreneurial risks, managing those risks well leads to rewards!

### Conference Sponsors



USDA  
Risk Management Agency



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1:00 PM

### First Breakout Session

*Choose one of the following three topics for the first breakout session:*

#### Exploring Alternative Markets, Organic Certification & On-Farm Processing Ventures

*Ever wonder what else is out there for dairies these days? Looking for a way to diversify your markets and expand your pocketbook? This session covers organics, local labeling, agritourism, product diversification & farmstead processing. Hear from other producers what has worked for them and how much time and money was involved.*

*Michelle Lucero, WSDA Food Safety Technician*

*Katherine Withey, WSDA Organic Program Specialist*

#### Preparing for Animal Disease Outbreaks:

##### Shocking Lessons Learned from Past Disease Outbreaks

*The possibility of a major disease outbreak affecting the state of Washington, whether by intentional or unintentional means, grows every day. This session describes lessons learned from previous outbreaks, describes how the government will respond, and provides practical information for preparing your dairy should an outbreak occur.*

*Mark Kinsel, DVM, WSDA Animal Health Epidemiologist*

#### Mitigating Human Health Risks:

##### Disease Transmitting Pathogens, Employee Safety & Hazard Analysis

*Now that you've heard about the animal health risks and assessment, this session will help you understand the human health side. We will cover disease transmitting pathogens, antibiotic resistance, employee safety and hazard analysis tools.*

*Claudia Coles, WSDA Food Safety Program Manager*

*Kathy Reinbold, DVM, Agricultural Antibiotics Stewardship Project*

2:00 PM

### 2nd Breakout Session

*You have another chance to attend one of the other breakout sessions listed above.*

3:00 PM

**Break - Afternoon snacks - milk & cookies**

3:30 PM

**Financial Risk Management (tentative)**

*Northwest Dairy Association Staff*

**USDA RMA Agri-Lite Insurance (tentative)**

*This whole-farm revenue protection insurance plan protects against low revenue due to unavoidable natural disasters and market fluctuations that affect income generated from agricultural commodities produced during the insurance year. In this session, you will learn how to manage your financial risk with this insurance tool.*

*USDA Risk Management Staff*

4:00 PM

**Large Group Discussion, Evaluations & Conference Wrap-Up**

4:30 PM

**Local Dairy Farm Tour - Optional (details to follow - stay tuned!)**

Breakout Sessions